

OUTLOOK FOR THE SOUTH'S COTTON

Progressive Farmer Summarizes Opinions of Leading Cotton Authorities.

RICHMOND COMES TO RESCUE

Home of Regional Bank Will Come Mighty Near Looking After All Interests.

About three months ago the Industrial Section of The Times-Dispatch published an interview with the president of one of the leading banks of Richmond, in the which the fact was brought out that it was only within the last half decade that Richmond had gotten especially interested in the cotton product of the South. In this interview the Richmond banker explained how it happened that Richmond banks and bankers got so much interested in the cotton proposition of the two Carolinas and a part of several other cotton-growing States. In a nutshell, the explanation was that just at a particular time the banks down that way were a little shy of cash, and they appealed to Richmond. As usual with this good city, Richmond responded, and for that year practically carried the cotton-growing interest of the two Carolinas and North Georgia. "It was in that way that the Carolinas and North Georgia got really acquainted with Richmond and its banking ability, and that is why they stuck so close to Richmond in its contention for a reserve bank consideration."

RICHMOND WILL KEEP ITS PROMISES

Well, the two Carolinas and West Virginia and, of course, all of Virginia, stuck right squarely by Richmond in its fight for the location of a reserve bank, and with their help Richmond won out.

Now, with the breaking out of this curious European war and the cutting off of the tobacco growers from the European markets, they have been in the habit of largely looking to Richmond in its fight for the location of a reserve bank, and with their help Richmond won out. Now, with the breaking out of this curious European war and the cutting off of the tobacco growers from the European markets, they have been in the habit of largely looking to Richmond in its fight for the location of a reserve bank, and with their help Richmond won out.

THE WAY A FARM PAPER EXPRESSES ITSELF

In this connection, a little article from the Progressive Farmer, probably the most influential farm journal of all the South, may not be inappropriate. The Progressive Farmer takes a rather more pessimistic view of conditions than facts justify, and like all that gloomy, shows a kind of disposition to depend too much on the government and too little on the farmer himself.

The Progressive Farmer, published at Raleigh, and probably the South's leading farm paper in its issue of August 15, devotes several columns to a discussion of the outlook for marketing the cotton crop now coming to maturity, dealing particularly with the seriousness of the present situation and methods of bettering it. The most striking of these contributions consist of a symposium by leading cotton authorities of the South, expressing their views as to best methods of dealing with the crisis.

GOVERNMENT SHOULD MAKE LOANS TO FARMERS

Governor O. E. Colquhoun, of Texas, says:

"I believe Congress ought to pass a bill providing that the government may lend money to the farmer, up to the extent of \$50 per acre, to enable them to meet their obligations and hold their cotton until the present war in Europe is over, thus enabling the farmers to reap the benefit of any advance in price when Europe is in a position to take our cotton."

"We exported over 8,000,000 bales of cotton last year, most of it being taken by countries in Europe, now practically at war with each other. If our government will advance \$50 per bale on cotton, which would be otherwise subject to export, it would enable the farmers to secure not less than that amount for cotton sold to spinners in this country. Of course, the countries at war with each other will lose their cotton trade with other nations, and our manufacturers will profit by their loss of this business, but our farmers should not be placed at the mercy of domestic spinners and speculators."

The best solution therefore is for the government to make direct advances on cotton under insurance and in bonded warehouses, or to do so through banks at a rate of interest not to exceed 3 per cent."

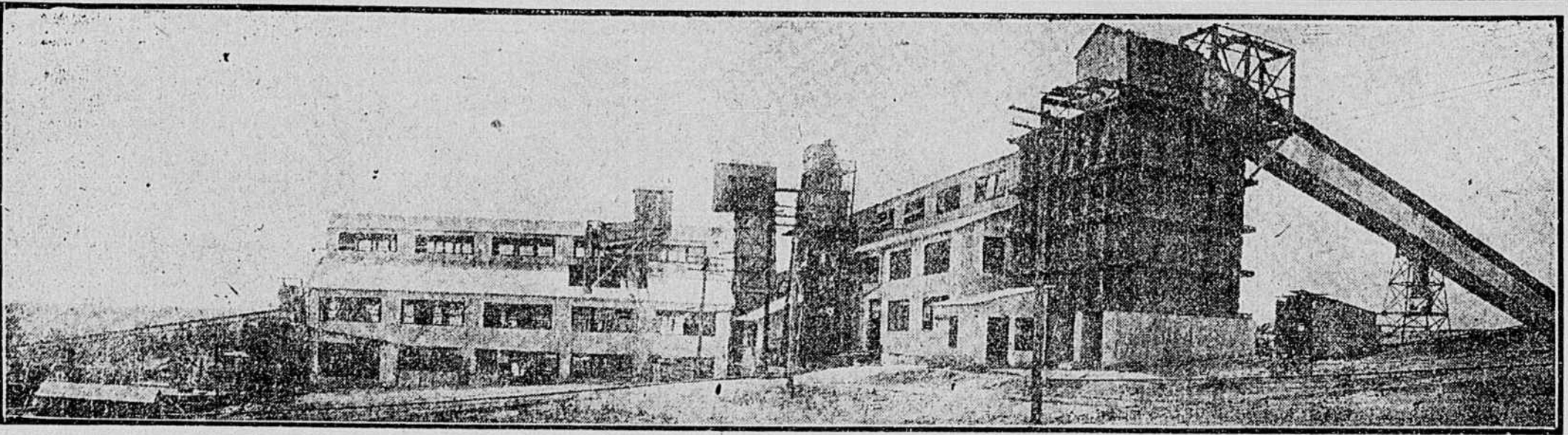
"Federal aid is absolutely necessary," says Harvie Jordan, president of the Southern Cotton Association, and unless this is speedily forthcoming our cotton growers must suffer. Continuing, Mr. Jordan says:

"There is no demand for cotton at this time in any of our markets, while all of the exchanges are closed. If the movement of the crop is restricted by limited demand, very low prices will ensue unless arrangements with the Federal government are promptly effected to finance a large portion of the crop in storage until European peace is declared. Cotton must be held off to the extent of several hundred million dollars is imperative. Such an emergency fund could be handled through the banks operating in the cotton belt and stored and insured in bonded warehouses at a fixed price per pound, basis middling. This would provide a stable market for such cotton as is required by mills in unaffected consuming centers, and values for the staple maintained while the industrial life of the South would go forward unhampered."

"United effort on the part of all the people is imperative at this time. Sympathetic co-operation was never more essential. As the result of telegraphic requests from all cotton States, I have issued a call for a general cotton conference."

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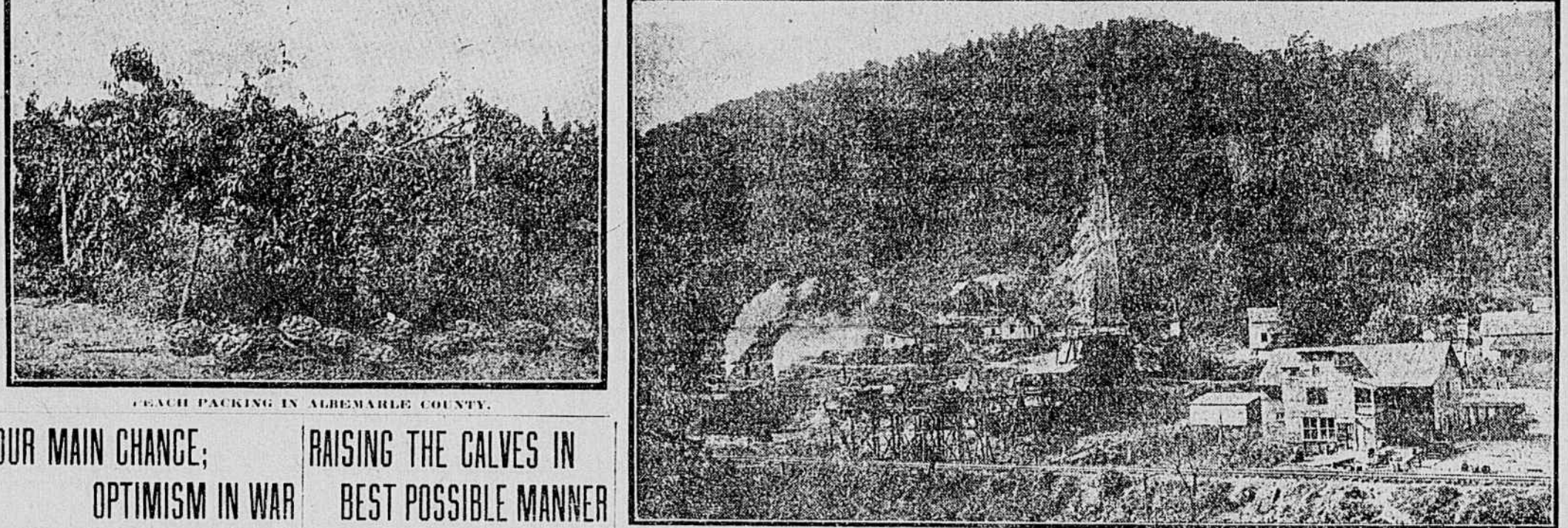
MUCH DEVELOPMENT IN OLD VIRGINIA



ANOTHER MINING PLANT IN VIRGINIA.



FRUIT GROWING AND PACKING IN VIRGINIA.



A COAL MINING PLANT IN VIRGINIA.

OUR MAIN CHANCE; OPTIMISM IN WAR

Uncle Sam's Domains, and Especially the South, Have a Great Opportunity.

AS BUSINESS SEES THINGS

The War in Europe Calculated to Help the Industrial Development of This Country—Cold-Blooded Business View of Situation.

"If, in an altruistic spirit, the country of Europe had desired to bring about the largest possible development of this country, if they had desired to transfer the seat of the empire of commerce and finance and industry to the United States, they could not in any other way have accomplished it so effectively as they are doing for they will bring about these results by their own disaster following this terrible war." So writes Richard T. Edmonds, editor of the Southern Manufacturers' Record, of Baltimore, to The Times-Dispatch.

WATCHING US ALL ALONG

"Europe has for many years noted with envy and jealousy our great development in material things, but it has viewed with still greater envy our matchless resources in all of the raw materials which furnish the foundation for every line of manufacturing known. The conditions which exist in Europe will literally compel a development here whenever the war is ended far greater than we have seen in the past. This war will put the United States ahead fifty years in its domination of the finance and commerce of the world and throw Europe back fifty years. Within twelve months after the war has ended, this country will hold a more dominating position in the finance and commerce of the world than it could have held in fifty years of peace. So, as it may be that our progress will be built on the wreck and ruin of material things and on the death of millions of men and the waste of billions of wealth in Europe, nevertheless, this is the opportunity which the people of Europe are forcing upon us."

"Then, too, there are other phases of national life and activity as a result of this war which will be of benefit to our country. In this time of strife when financial ruin for a few days

RAISING THE CALVES IN BEST POSSIBLE MANNER

Dairymen and Farmers Should Quit Selling Veal and Raise Cows.

HOW AND WHY IT PAYS MORE

Thoughts and Suggestions of An Expert Who Knows From Experience Just How the Problem Can Be Worked Out.

"The success of the dairy farmer," says C. H. Eckles, an expert along these lines, "depends to no slight extent upon the careful rearing of the calves. This is especially true since dairy cows have reached their present high market price. Most farmers begin with ordinary cows or the best they can get close at home. As a rule this is the best plan to follow. The development of a high class herd from these will depend largely upon three things:

SOME CONFLICTING IDEAS ON AN INTERESTING SUBJECT

"The dairy calf is ordinarily raised by hand since the milk of the dairy cow is usually worth so much more than the calf that it requires the first consideration. It is a well established fact that a calf raised on skim milk is as good as one nursed by its mother. In localities familiar with dairying this is well understood, but in other places is virtually unknown, and a strong prejudice exists against feeding skim milk on account of the unhealthy and undersized calves that have been raised in this way. Such calves are the victims of ignorance or carelessness. The skim milk calf properly raised differs little, if any, in size, quality, thrift, and value from the same animal when raised by the cow. The poor results which have so often followed the feeding of skim milk have been due to the faulty methods, and not because the cream which has been taken out is of so much importance to the calf. Skim milk does not differ from whole milk except in butter fat content. Where whole milk is used the problem is to raise the calf by using as little milk as possible. It is important that the calf be fed milk while it is young, but where milk is scarce or expensive they may be raised from three months on with substitutes."

THE AUTUMN AND THE EARLY SPRING PRODUCTS

"While the question as to whether calves should be dropped in the fall or spring may be decided by special conditions, on the whole, fall calves have superior advantages. They come at such a time that work is not urgent and they can have the best attention of the farmer or dairymen. The disadvantages of winter feeding

GREAT MERCHANT MARINE LESSON OF THE WAR TIMES

Thoughts That Will Come to the Front Over Here While Others Fight.

The following from the Wall Street Journal will attract special attention in Richmond, Norfolk and all the balance of Virginia:

"So long as this country was the world's greatest surplus producer of foodstuffs, it might be pardoned in neglecting its carrying trade. But we have been undergoing a transition. We are now becoming a great manufacturing country, and must seek out the markets of the world in competition with others. An opportunity has come to us. It found us unprepared. War has opened the world's markets to us, but we have not the ships."

"In any circumstances, repeal of the five year provision in the Panama act is a good thing. But commercial property cannot be built up on an emergency, mushroom, mercantile marine. Our legislation in the past has been of the kind calculated to drive the flag from the seas. It bowed down to labor and worshiped it, with the result of wiping the mariner's employment off the seas."

"Competition on sea is as keen as it is on land. There is no great dearth of ocean tonnage. If American capital is to be coaxed into this business, it must be offered opportunities to earn a reasonable return. This can never be while restrictive laws place the American owner at a disadvantage with his foreign competitors. In such circumstances, American capital desists of venturing under the seas, will naturally register under another flag."

"Meekly authorizing the President to suspend some unfavorable laws at his discretion, will not build up a mercantile marine. It takes a good many millions to build up a large line, and investors naturally look into the subject as carefully as a man examines a piece of real estate before purchasing. The way to attract capital into a permanent and ever-growing mercantile marine is the apparently new and hitherto unthought of plan—to offer an attractive permanent investment."

"With favorable legislation there is no danger but that American capital and enterprise will push our flag into every port of the world searching out markets for our merchandise. We should learn a lesson from that other country across the sea who, like ancient Tyre, has her 'merchants who are princes and her traffickers the honorable of the earth.' She sits 'very glorious' the mistress of the seas and enriches the kings of the earth with the multitude of her riches and of her merchandise."

"But now is the accepted time. Delay may lose us the opportunity."

Branching Out.

KINSTON, N. C., August 15.—The Orion Knitting Mills, of this city, will establish a branch hosiery mill of forty machines at Beaufort. The company will erect a frame building, and later may erect a brick structure.

VIEWS AND NEAR VIEWS: HINTS AND SUGGESTIONS

BY FRANK S. WOODSON, Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to make hints and suggestions looking to the better development of the good old State of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue of the Industrial Section. Such communications, addressed to the Industrial Editor, will receive prompt attention.

Review and Outlook.

R. G. Dun Co.'s local agency reports to the Industrial Section as follows:

Some local showers over the mountain section of the State have benefited crops, but the cool, dry weather which mainly prevailed has been a hindrance to the proper maturing of corn, tobacco and other staple products, pastures being especially in need of moisture. Perhaps the most favorable showing has been made in the apple-growing districts, and the outlook continues good. Better results from the tobacco crop than was looked for a few weeks ago is confidently expected. However, owing to the European war, the outlook for the export trade in tobacco is not particularly bright at this time, though some dealers express the opinion that this situation will be materially improved shortly. The leaf markets in Eastern North Carolina have postponed their formal opening for business from the regular date August 15th, until September 1, by agreement with the principal buyers. It is not expected that the foreign governments, usually large purchasers of the leaf, will be represented at the beginning of the season; and this, it is thought, will bring prices down to some extent from the high mark of the 1913-14 season.

Wholesale and retail prices of most of the staple foodstuffs have been sharply advanced during the past few days, mainly owing to the interruption in import business by foreign disturbances. The principal commodities affected so far have been flour, sugar and coffee and most drugs. Further increases in these and other articles would not be surprising to local jobbers.

The Better Acquaintance Week, which is now in progress here as a result of the efforts of local commercial organizations, promises to be successful. A large number of out-of-town merchants are visiting the city, and it is expected orders for a considerable amount of fall merchandise will be placed. In practically all of the principal jobbing lines sales are holding up well, and retail trade is fair. Salesmen report that some merchants show a tendency to be chary of placing orders for future shipment.

(Continued on Third Page.)

DOINGS DOWN IN DIXIE: MANY NEW INDUSTRIES

Suffolk Concern Makes Big Enlargement—Norfolk Goes Into Tobacco Manufacturing on Large Scale.

BALTIMORE, MD., August 15.—Among the Southern industrial and other developmental enterprises reported in this week's issue of the Manufacturers' Record are the following:

Virginia Manufacturing Company, Suffolk, Va., will erect fireproof building 290x70 feet, with extension seventy feet square, of reinforced concrete construction, will equip to manufacture butter plates, crates, etc.; this plant will replace one burned at reported loss of \$75,000.

J. Schwarzwald & Sons, Louisville, Ky., will build cooperage plant, 142x346 feet, one-story, of brick and steel construction; cost about \$30,000.

Dix Manufacturing Company, Baltimore, Md., will build reinforced concrete structure 130x126 feet, two stories, and equip for manufacturing hardware specialties.

Lyon Cypress Lumber Company, Garyville, La., will probably build within the next year six to ten to twenty kilns for drying 200,000 to 400,000 feet of yellow pine daily.

Old Dominion Tobacco Company, Norfolk, Va., will build plant of concrete construction, with brick veneering, five stories, for manufacturing tobacco.

Haleyville Oil and Fertilizer Company, Haleyville, Ala., will build cottonseed mill 48x231 feet, of steel construction, cost, with equipment, about \$27,000.

Kentucky Yarn Company, Louisville, Ky., organized with capital stock of \$200,000, leased buildings and will install equipment for manufacturing cotton waste products.

Chattanooga-Tennessee River Power Company, Chattanooga, Tenn., proposes changes at Haley Bar hydroelectric plant to cover installation of three 10,000-kilowatt transformers and switchgear equipment for 120,000 volts.

Cartright & Day Company, Fredricksburg, Va., was incorporated with authorized capital stock of \$50,000 to quarry granite and stone.

Daughters-Davis Company, Emporia, Va., was incorporated with authorized capital stock of \$50,000, to manufacture lumber, etc.

Cumberland Mining and Milling Company, Webb City, Mo., was incorporated with capital stock of \$50,000, to develop lead and zinc deposits.

Farley Patent Cuff Co., Baltimore, Md., was incorporated with capital stock of \$50,000, to manufacture cuffs.

West Florence Corporation, Florence, Ala., plans to organize with \$1,000,000 capital stock to develop water powers on Cypress Creek.

Transmission of Power Company, Nashville, Tenn., was incorporated with capital stock of \$100,000, to manufacture compression pump for automobiles, and machinery, etc.

Wheeling Traction Company, Wheeling, W. Va., will build power plant of reinforced concrete and brick; estimated cost \$260,000.

WARSAW TOBACCO BOOSTERS ON JOB

Ambitious Town in Eastern Carolina Adopts Novel Plan to Boost Trade.

AUTOS GO OUT TO FARMERS

Wars and Rumors of Wars Don't Scare the Warsaw People Worth a Cent.

WARSAW, N. C., August 15.—Notwithstanding that the plans of the Warsaw tobacco men to handle one of the finest crops of tobacco ever raised in this section, have been disarranged by the war in Europe, and that they are "all at sea" as to future developments, they are putting on a bold front, talking hopefully, and have a cheerful and encouraging word for the farmer. Although their dreams of high prices and an active market have taken flight, they realize the tobacco is here and will have to be taken care of. They confidently expect matters to adjust themselves very soon to the business of selling and buying tobacco to go on as heretofore.

In the meantime, the warehousemen are busy selling tobacco and showing forth the advantages Warsaw offers, and leaving no stone unturned to induce the farmer to sell with them. Warsaw, as a tobacco market, is fast forging to the front, and it looks forward to being in a few years one of the leading markets of Eastern Carolina.

Autos Out Among Farmers.

The Chamber of Commerce and the Tobacco Board of Trade, backed by the business men of Warsaw, pulled off on last Saturday the most successful advertising and "get better acquainted" scheme ever devised in this section.

Eighteen automobiles, gaily decked out with flags, pennants and bunting, each one carrying placards, stating the reason why Warsaw was the best market on which the farmer could sell his tobacco, with thousands of circulars, telling the advantages offered over competitors and loaded with fifty of the leading business men, went on a hoisting trip through the country. A regular route, some thirty miles had been scheduled, and hundreds of farmers met them at the various stops, where the band played, speeches were made and everybody talked tobacco. It was far and a way, the biggest undertaking of its kind ever attempted in this part of the State and cannot fail to produce good results.

Much of the success of the trip was due to T. B. Massie, president of the Tobacco Board of Trade, who, by his energetic efforts, carried it through in good shape, and the enthusiasm with which the business men took hold of it speaks well for all such future enterprises. Another trip of like kind is scheduled for next Saturday.

SHENANDOAH VALLEY FAIR.

Staunton Trying This Fall to Completely Outdo Her Former Fine Shows.

STAUNTON, VA., August 15.—Officers of the Shenandoah Valley Fair Association have adopted a program for the annual fair to fall to be held September 1 to 4, which ranks it in the class of State fairs in importance. Having spent \$8,000 improving and enlarging the exhibition buildings, stables and the grounds, premiums totaling \$20,000 will be given in racing purses and prizes. A modern midway has been built and bookings have been made for some of the best open-air attractions. Elaborate preparations are being made by the citizens of Staunton for the entertainment of visitors during the fair. It is expected that the attendance will be so large as to fill the capacity of the hotels and boarding-houses.

The officers of the fair association are: H. H. Spruell, president; Dr. S. C. Neff, vice-president; C. D. Ralston, secretary and treasurer; and the board of directors are, in addition to the officers, E. A. Luckman, Major C. S. Rollier, C. M. Park, Thomas Hogshod and S. F. McClure.

DRAINAGE ENGINEER IS HERE.

Man Who Is Supposed to Know the Business at Command of Learners.

Staunton, Va., drainage engineer, Mr. Seitz, under the farmers' demonstration work, is now in Henrico County. Any farmers needing drainage work done can notify J. C. Hunter, county demonstration agent, and he will arrange for the engineer to make their survey. The engineer will make a complete survey of the land needing drainage, and make out a map showing the exact location of drains, outlets, depth they should be put in, and grades; also size of tiling, etc., and will give an estimate of cost of installing the system. This survey will all be done free of charge to the farmer. The only expense will be the board of the man while doing the work. Persons interested should notify J. C. Hunter, 711 West Broad Street, Richmond, or Charles E. Seitz, Esquireville, Va.

TOO MANY HORSES.

One of the Ways by Which Virginia Farmers Lose Lots of Money.

One of the most frequent sources of loss on the farm is an inefficient return from work horses.

Have you satisfied yourself on the following points?

1. Do you cost \$100 annually to keep the average horse, but this horse works only a little more than three hours each working day. This makes the horse labor cost approximately 10 cents an hour.

2. Do you handle the horse labor on your farm so that the annual cost of keeping your horses is less than the average, or so that the number of hours worked is greater? Both methods will reduce the cost of horse labor, but the latter offers by far the greatest opportunity.

3. Can you revise your cropping system so that fewer work horses will be needed, or so that the work will be more equitably distributed and thus make it possible to employ them more hours each year?

4. Can you raise colts and thus reduce the cost of keeping your horses?

5. Can you arrange to use your work horses for outside work when not busy on the farm?

6. Can you reduce the cost of keeping each horse by feeding less feed or cheaper feed and still give a proper ration?

Farm work done with fewer horses means a saving of \$100 a year for each horse not needed.